



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 4, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	07/02/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Donna Klimowicz, New Castle County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Danielle Benson, New Castle County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of REALTORS ®

CALL TO ORDER

Mr. Riale called the meeting to order at 9:36 a.m.

REVIEW OF MINUTES

Mr. Burns moved, seconded by Mr. Rushe, to approve the May 7, 2015 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

Mr. Rushe moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware School of Real Estate
Course Title: Sold Listing Strategies **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Long & Foster Institute of Real Estate
Course Title: Delaware Landlord-Tenant Code **Approved**
Credit Hours: 3.0
Module: 6

Course Provider: New Castle County Board of REALTORS®
Course Title: Agency & Fair Housing – A Professional Double Hitter **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Understanding the Agreement of Sale **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Legislative Issues for REALTORS® **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Practical Tips for Listing Agents **Approved**
Credit Hours: 3.0
Module: 6

Course Provider: Qwest Credit Enhancement/Curtis Henderson
Course Title: Credit 101 **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Wooding Real Estate Group
Course Title: Cool Tech Tools: Free and Almost Free Tools to Help Grow Your Business **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Delaware Association of REALTORS®
Course Title: Real Estate Safety Matters: Safe Business – Smart Business Course **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of REALTORS®
Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: NAR Ethics **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Legal Issues for Rental Agents and Brokers **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Show Me The Money! **Approved**
Credit Hours: 3.0
Module: 5

Course Title: DSHA Homeownership Financing Programs **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Cool Tech Tools **Denied – Inadequate Outline**
Credit Hours: 3.0
Module: 7

Review of Instructor Applications

Mr. Rushe moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Michael DeNote **Approved**
Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

Joseph Fisher **Approved for Module 7 Only; Not Approved New Licensee Modules; Continuing Education Modules 1 – 6; Pre-Licensing Course or Broker's Course as Requested**
Continuing Education: Continuing Education Module 7 – Zoning; Finding Comparable Properties; Multi Family Analysis; Highest and Best Use; Competitive Market Analysis; Bulk Land Analysis

Richard Forsten **Approved**
Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

Joseph Giordano **Approved**
Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Common Listing Problems and Objectives

Pre-Licensing Course: Real Estate Law

Curtis Henderson **Approved Contingent Upon Receipt of Resume**
Continuing Education: Module 7 – Credit 101; Exploring FICO; FICO Scoring

David Knox **Approved**
Continuing Education: Module 7 – Sold Listing Strategies

Patricia Moyer **Approved for Modules 2 and 7 Only, Not Module 6 as Requested**
Continuing Education: Modules 2 & 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; New Home Construction; SRES; Sustainable Housing and Building Green; Effective Negotiating; Network & Referral Systems

Flora Rubin **Approved for Modules 4 & 7 Only; Not Modules 1 or 6 as Requested**
Continuing Education: Modules 4 & 7 – ABR; Agency Topics; Road to Court; The Fine Art of Puffery and Fraud; Pre-Listing Property Inspections; Fair Housing Topics

Wendie Stabler **Approved**

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

Robert Whetzel **Approved**

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

Virgil Bullis, Sr. **Approved**

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules: 1, 3, & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Financing; Ethics; Real Estate Investment; Mathematics

William Lucks **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7 – Finance 101 for REALTORS®; Mortgage Financing Issues; Real Estate Safety Matters: Safe Business= Smart Business

John Tarburton **Approved**

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 3 & 7 – Foreclosure

Pre-Licensing Course: Orientation; Real Estate Sales, Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

Review of Student Request for Approval of Continuing Education Activities

Mr. Rushe moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Morgan Benson **Approved**

Course Title: Delaware Agreement of Sale

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 2

Student Name: Craig Nelson **Approved**

Course Title: Delaware Agreement of Sale

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 2

Student Name: Cheryl Roberts **Approved**

Course Title: Ethics

Course Provider: Ward & Taylor

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 1

Student Name: Kevin McGowan **Approved**

Course Title: Manufactured Buildings – New Perspectives; 3D Manufacturing

Course Provider: SIOR

Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: Lauren Waesche **Approved**

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Course Title: Real Estate Professionalism
Course Provider: Sussex County Association of REALTORS®
Credit Hours: 3.0
Requesting Approval for Module: 7

Reconsideration of New Castle County Board of REALTORS® Course Approval for “Real Estate Jeopardy”

The Committee compared the outline submitted by the New Castle County Board of REALTORS® with the outline from Ward & Taylor for the “Real Estate Jeopardy” course. The New Castle County Board of REALTORS® is requesting that the Committee reconsider the application to be approved for module 4. Mr. Burns moved, seconded by Ms. Woerner, to approve the course for module 4 or module 7. Motion carried with Ms. Brodoway abstaining.

NEW BUSINESS

Update from the Commission – Mr. Riale

Mr. Riale advised the Committee that the Commission accepted the recommendations from the May 7, 2015 meeting.

UNFINISHED BUSINESS

Discussion Regarding ARELLO Certification and Standards

Mr. Riale advised the Committee of the information Ms. Williams obtained from the CE Shop, Inc. and McKissock, LLC., regarding the options for timing mechanisms as well as the options for creating a minimum passing score for the tests.

Ms. Brodoway moved, seconded by Mr. Burns, to contact the online course providers advising them that it the Committee’s interpretation of the regulations that modules must be at least three hours in length, which is to include virtual classrooms. Motion unanimously carried.

Discussion Regarding Committee Composition and Upcoming Vacancies

This item was tabled until the next regularly scheduled meeting.

NEW BUSINESS

Discussion Regarding Question and Answer Requirement on Course Outlines

Mr. Burns discussed the potential for denying course provider applications specifically because the outline does not state “Question or Answer” or “Review”. He was concerned that quality courses could be denied based on that factor. The Committee addressed Mr. Burns’ concerns, advising him that all course approval letters have a reminder that states that all courses must include a mandatory question and answer portion or mandatory review. This allows the Committee to approve quality courses that may not specifically have a “question and answer” portion on the outline. No additional action was taken.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

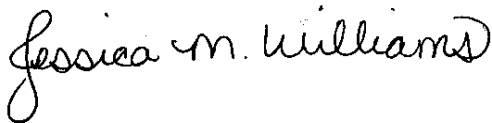
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, July 2, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Rushe moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:05 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II